

Message Text

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ACTION NEA-09

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FM AMEMBASSY ABU DHABI

TO USDOC

INFO SECSTATE WASH DC 1898

UNCLAS ABU DHABI 1049

E.O. 11652: N/A

TAGS: BDIS, TC

SUBJECT: TRADE COMPLAINT FROM LOCAL FIRM: CHANGE IN PRICES AFTER
ORDR WAS PLACED

1. MR. NABIH KHOURY, MANAGER/PARTNER, NATIONAL SERVICES AND
CONTRACTING CO., P.O. BOX 856, ABU DHABI, UAE VISITED EMBASSY
AFTER SIX-WEEK BUSINESS VISIT TO US WHERE HE PURCHASED TWO

CRANES ONE FOR DOLS 161,978.00 AND OTHER FOR DOLS 126,488.00
FROM GLEASON EQUIPMENT, 3401 SOUTH CICERO AVE., CHICAGO,
ILLINOIS 60650; TELEPHONE: 312-656-7700; TELEX: 25-4284.

2. UPON MR. KHOURY'S REQUEST, GLEASON TELEXED ON JULY 11
TO NATIONAL SERVICES AND CONTRACTING CO., THROUGH FIRST NATIONAL
CITY BANK (FNCB) ABU DHABPAN CONFIRMING ABOVE PRICES C&F ABU
DHABI. ON JULY 14, LOCAL FIRM TELEXED BACK TWO LETTERS OF
CREDIT THROUGH FNCB, CHICAGO, ATTENTION MR. MICHAEL KING FOR
ABOVE SUMS MINUS DOLS 10,000.00 ON EACH WHICH WAS PAID CASH
BY MR. KHOURY AS DOWN PAYMENT FOR DEAL. COPIES OF GLEASON'S
TELEX AND TWO LETTERS OF CREDIT AVAILABLE WITH EMBASSY.

3. MR. KHOURY CLAIMS THAT HE IS HOLDING CERTIFICATE DATED
JULY 29 SAYING BOTH CRANES, ONE USED BUT IN GOOD CONDITION AND
OTHER NEW, WERE READY FOR SHIPMENT.

4. WHILE MR. KHOURY WAS AT CHICAGO AIRPORT ON AUGUST 3 ABOUT
TO LEAVE FOR ABU DHABI, HE RECEIVED TELEPHONE CALL FROM MR. RAY
TIERNEY OF GLEASON ASKING FOR ADDITIONAL DOLS 17,500.00 DUE
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TO INCREASE IN FREIGHT CHARGES. SINCE IT WAS LAST MINUTE

NOTICE, REQUEST WAS REFUSED. MR. KHOURY STILL BELIEVES
THAT CONFIRMED TELEXED OFFER WITH SUBSEQUENT CONFIRMED ORDER
SHOULD NOT BE AFFECTED BY ANY INCREASES IN COST OR FREIGHT
CHARGES.

5. EVEN THOUGH THIS IS GOOD SIZE ORDER, THERE ARE STILL MORE
TRAILERS AND OTHER EQUIPMENT ON ORDER WHICH WILL BRING TOTAL
VALUE TO ABOUT HALF MILLION DOLS. COMMERCE IS KINDLY REQUESTED
TO CONTACT GLEASON ASAP AND INFORM EMB OF POSITION
OF ORDER AT THIS STAGE. ABU DHABI'S MERCHANTILE SOCIETY IS
SMALL AND SUCH ACTIONS MIGHT HAVE EFFECTS ON THE AMERICAN-
ABU DHABIAN COMMERCIAL RELATIONS.
STERNER

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